



# KAR ANNUAL CONFERENCE AGENDA

## October 14-16, 2015 – Capitol Plaza Hotel, Topeka



### Wednesday, October 14

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**7:30 a.m.-5:00 p.m.**

**KAR Registration Desk Open**

TBD

**8:15-9:00 a.m.**

**Professional Standards Committee**

TBD

**8:30-9:30 a.m.**

**Association Executives Committee**

TBD

**9:00 a.m.-5:00 p.m.**

**Exhibitors & Break Center**

TBD

**9:00 a.m.-4:00 p.m.**

**Right Track Leadership Academy (by invitation only)**

TBD

**9:30-11:30 a.m.**

**Governmental Affairs Forum & Committee**

TBD

**8:30-11:30 a.m.**

**Tax Write-offs and Financial Planning for 2015**

TBD

**by Chris Bird – No CE**

*This seminar covers tax issues impacting real estate transactions as a result of the Health Care Act of 2010 and the American Tax Relief Act of 2012 (FISCAL CLIFF) negotiations. This information is vital to both clients and the real estate professional. Chris will teach you how to save money on your personal and business tax returns and how communicating these provisions will help your clients.*

**11:45-1:00 p.m.**

**Leading Edge Lunch (by invitation only)**

*TBD - Leading Edge group will pick up lunch and take it to TBD for Leading Edge Meeting*

**1:15-2:30 p.m.**

**Budget & Finance Committee**

TBD

**1:30-4:30 p.m.**

**Tax Update for 2015**

TBD

**by Chris Bird – 3 Hours KS Elective CE**

*This seminar covers the various tax laws considered by Congress which impact the ownership of real estate. Chris will take an in-depth look at what percentage of taxpayers claim the mortgage interest deduction; the deduction for real estate taxes and which taxpayers most benefit by these deductions. You will hear a status report of the extension possibilities on key real estate tax issues, such as Mortgage Forgiveness and the Private Mortgage Insurance deduction.*

**2:30-3:30 p.m.**

TBD

**Broker Excellence Meeting**

**2:45-4:15 p.m.**

**RPAC Trustees**

TBD

**4:30-5:15 p.m.**

**KAR Executive Committee Receives Reports**

TBD

**6:30-9:30 p.m.**

**Installation & Awards Banquet (Ticketed Event)**

TBD

*KAR's 2016 President Deborah McMullen, Lawrence, along with your incoming KAR Leadership Team will be installed and state awards will be presented.*

### Thursday, October 15

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**7:30 a.m.-5 p.m.**

**KAR Registration Desk Open**

TBD

**7:45-8:15 a.m.**

**Zone Caucus Meetings – Morning Refreshments Provided**

**Zone 1 Caucus – 7:45-8:15 a.m. – TBD**    **Zone 5 Caucus – 7:45-8:15 a.m. – TBD**

**Zone 2 Caucus – 7:45-8:15 a.m. – TBD**    **Zone 6 Caucus – 7:45-8:15 a.m. – TBD**

**Zone 3 Caucus – 7:45-8:15 a.m. – TBD**    **Zone 7 Caucus – 7:45-8:15 a.m. – TBD**

**Zone 4 Caucus – 7:45-8:15 a.m. – TBD**    **Zone 8 Caucus – 7:45-8:15 a.m. – TBD**

**8:00 a.m.-5 p.m.**

**Exhibitors & Break Center**

TBD

**8:30-11:30 a.m.**

**The Tax Impact of Residential Real Estate Investments**

TBD

**by Chris Bird – 3 Hours KS Elective CE**

*Taxes are important to us all. This is particularly true for buyers and sellers of residential rental real estate. Participants will explore the widespread financial effect a purchase or sale of properties will have on the investor. The participant will also learn the essential details that equip them to make financially savvy decisions and guide their clients in their investment endeavors.*

**8:30-11:30 a.m.**

**Serving Today's Internet Buyer**

TBD

**by Mark Porter – 3 Hours KS Elective CE**

*Discover the four critical things your website must have to properly market your listings and educate your clients on every phase of the transaction. Learn how Search Engine Optimization and Pay-Per-Click advertising work; how to drive your website to the top of search engines, and learn about free tools that will help you develop your SEO strategy to give your seller clients maximum exposure to help sell their home quickly.*

**8:30-10:00 a.m.**

**KAR Board of Directors Meeting**

TBD

**10:15-11:45 a.m.**

**On the Horizon – 2016 Real Estate Trends**

TBD

**Dr. Stan Longhofer, WSU & Mike Brown, Senior VP, Security 1<sup>st</sup> Title**

*Stan will unveil the Kansas Housing Markets forecast and projections for the 2016 real estate market. Mike will discuss the implementation of the TILA-RESPA Integrated Disclosure rule.*

## Thursday, October 15

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**11:45 a.m.-1:15 p.m.**

**REALTOR® Success Luncheon (Ticketed Event)**

TBD

Join KAR's Dr. Rod McIntyre, VP of Professional Development, as he invites attendees to "Contribute a Verse". Also included, will be RPAC recognition; and the 2015 Right Track Leadership Academy Graduation.

**1:30-4:30 p.m.**

**Interesting Income Tax Aspects of Homeownership**

TBD

by Chris Bird – 3 Hours KS Elective CE

Participants will learn who benefits from the tax aspects of homeownership with standard deductions, mortgage interest, real estate taxes and other tax issues and how to provide clients with critical tax information to help them make the right housing decision.

**1:30-4:30 p.m.**

**Working in the Cloud**

TBD

by Mark Porter – 3 Hours KS Elective CE

Real estate professionals must be efficient and productive at all times and the ability to keep files in-synch and accessible while on-the-go is a key element. Participants will learn how they can represent their clients from anywhere, send electronic contracts, and provide secure transactions.

**2:00-3:00 p.m.**

**REALTOR.com**

TBD

by Don Flynn, VP of Industry Relations, Move, Inc.

Learn how the past 12 months has placed realtor.com in a strategic position partnering with REALTORS® across the country. The acquisition by News Corp and the Industry Relations support has placed realtor.com as the source for accurate and timely information you deserve

**3:15-4:15 p.m.**

**Realtors Property Resource (RPR)**

TBD

by Kiki Wanshura, Regional Director, Plains Region

Learn how RPR's comprehensive data, powerful analytics, and dynamic reports can work for you along with RPR's new mobile app that puts market data at your fingertips.

**5:30-8:30 p.m.**

**Past President's Banquet (invitation only)**

**7-11 p.m.**

**Fun Night – 80's style! Live Band – RetroActive (Ticketed Event)**

TBD

Get out your parachute pants, leggings, tie-dye, velour and your best 80's hair and enjoy a night of dancing and entertainment with one of the best 80's bands from Kansas City! Food and refreshments provided.

## Friday, October 16

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**7:30-8:30 a.m.**

**CRS Chapter Meeting**

TBD

**8:00 a.m. – 1:45 p.m.**

**KAR Registration Desk Open**

TBD

**8:30 a.m.-12:00 p.m.**

**Exhibitors & Break Center**

TBD

**8:30 a.m.-1:30 p.m.**

**Kansas Real Estate Commission Meeting**

TBD

**9:00 a.m.-12:00 p.m.**

**Video Internet Marketing**

TBD

by Mark Porter – 3 Hours KS Elective CE

This course will teach agents how to use YouTube/video in their online marketing to promote their listings as well as to educate consumers on real estate transactions. The course is designed to help agents keep up with this quickly growing market trend, help their sellers remain competitive in their marketplace, educate clients on real estate topics via video.

**9:00 a.m.-12:00 p.m.**

**Required Broker Core: Common Violations**

TBD

by Vern Jarboe – 3 Hours KS Required CE for Brokers and 3 Hours KS Elective CE for Salespersons

**10:00-11:30 a.m.**

**KAR Credentials Committee Meeting (closed meeting)**

TBD.

**12:15-1:45 p.m.**

**Membership Luncheon (Ticketed Event)**

TBD

Join speaker, Darryl Davis as he enlightens attendees on, "How to Design a Life Worth SMILING About".

**Complimentary Lunch and \$1,000 cash prize drawing. You must be present to win!**

## Post Conference Education

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**2:00-5:00 p.m.**

**Required Salesperson & Broker Core (Ticketed Event)**

TBD

by Vern Jarboe – 3 Hours KS Mandatory CE for all licensees